

## November 18, 2008 Education Program

# Steak Fry Purchasing on a Shoestring Budget

Presented by

Doug Wordell, Director of Nutrition Services  
Spokane Public Schools

**K**nown as the Iron Lunch Lady for his participation in the Hawaiian Ironman World Championship in 2001, Doug Wordell is a passion filled, energetic cheerleader for child nutrition programs and personal health and wellness.

Currently the Director of Nutrition Services for the Spokane Public Schools, he has been directing school nutrition programs for almost 20 years in Oregon and Washington. With over 50 schools and 29,000 students, the Spokane Public Schools' Nutrition Services team is known as a model program that serves over 4 million meals each year.



Doug used to know everything. His quick decision making and cunning business skills allowed him gazelle like responses to the onslaught of dangerous corporate wilderness beasts. Unfortunately years of fortified bureaucracy and

inconsiderate requests from his children (now 19, 17, 15, 13) to take cold lunch in their new lunch pails have turned Doug into a course, evil, hard nosed bureaucrat who squashes change with his evil death stare and halts progress by muddying the waters with his own chaos theory.

Doug is here to tell us the same old thing about how hard it is to survive in this volatile economic climate and his hope is to improve your ability to "whine" in tune. So, please join us Tuesday, November 18 from 11:30 to 1:30 in the Gonzaga COG as Doug presents "Steak Fry Purchasing on a Shoestring Budget".

NAPM-Spokane Luncheon Program  
Meeting & Program  
Tuesday, November 18, 2008



### LOCATION

Gonzaga University COG  
702 E. Desmet Ave., Spokane  
Washington/California Room

### AGENDA

11:30 am Registration & Networking  
11:45 am Business Meeting  
12:00 Luncheon  
12:30-1:30 pm Education Program

### MENU:

Chicken or Beef Fajita Bar  
Flour Tortillas  
Refried Beans  
Spanish Rice  
Traditional Toppings  
Margarita Lime Pie  
Iced Tea and Water

**COST:** \$14.00

Please RSVP by November 12 to: Megan Self at [self@plant.gonzaga.edu](mailto:self@plant.gonzaga.edu) or phone at (509) 323-5671. Our meals are catered and we are charged for all no-shows, so they will be billed to the member.

Important note: Please park in the Boone and Hamilton parking area. A campus map can be viewed at <http://www.gonzaga.edu/About/campus-map.asp>. Please remember to use your Gonzaga Parking Pass. If you do not have one, please contact Megan.

### NOVEMBER FREE LUNCH OFFER

Bring a potential new member with you.  
Free lunch for them, Starbucks for you!

# President's Message



By Steve Lunden, C.P.M.

## Upcoming C.P.M. Review Classes

After surveying our group, we've decided to offer the series of four C.P.M. Review classes to start after the first of the year. The key is that you must have paid for the exams before December

31, 2008. Please refer to the ISM website at [www.ism.ws](http://www.ism.ws) for more information on how to sign up for the exams. You will then have until December 31, 2009 to take and pass

the 4 exams. One obvious question that has come up is what happens if I don't pass an exam? ISM has assured us that they'll work with us on a case by case basis.

We'll begin the first review class on Wednesday, January 14, 2009. The classes will run for 5 weeks ending on February 11, 2009. Each class will have lecture, discussion, and a practice exam. Classes will be held at Gonzaga University in the Plant Service building. A detailed syllabus will be sent to interested attendees.

This will be the LAST opportunity for the C.P.M. Review classes offered by NAPM-Spokane. Our focus will change to the CPSM Certification after we've finished these four module reviews. Remember, to obtain your CPSM Certification a four year college degree is mandatory. If you do not have a college degree, I encourage you to obtain your C.P.M. certification. This is an opportunity you shouldn't let pass by.

# Education Event



By Pam Tatosky C.P.M.

A sunny, crisp autumn afternoon greeted us as we gathered and admired the view from the foothills of Mt. Spokane, home of Mountain Dome Winery. October's tour was particularly enjoyable as we learned about the production of this family run operation. The informal give

and take of answers and questions provided each attendee the opportunity to talk with Eric Manz, the owner/operator of one of Washington's premier sparkling wine producers. Not only were we afforded the chance to see and hear how this product is produced, but we learned about the purchase of items such as French oak barrels and grapes by the ton! We were treated to a taste of four of their products; three sparkling wines and one



Merlot. All in all, it was a very enjoyable and informative tour.

November's meeting will be held in conjunction with our free lunch promotion. If you bring a prospective member to this luncheon, not only will we pick up the lunch tab for that

person, we will reward you with a Starbuck's gift card! Last year we had a very successful turnout; of the seven guests who attended our November luncheon, six decided to join our organization! Our speaker, who is featured on the front page, will be Doug Wordell, Director of Nutrition Services for Spokane Public Schools. He is as humorous as he is informative as he speaks on the topic "Steak Fry Purchasing on a Shoestring Budget".

There will be no membership meeting in December due to the busy holiday season, but we will be back again in January with our annual Economic Forecast. In light of this past year's craziness in the economy, this is sure to be an eye-opening session. We hope to see you in November and then again in January.

## VP Corner



By Russ Kenworthy

I'd like to take this opportunity to introduce myself since I missed the previous edition of the Buy Line news letter. My name is Russ Kenworthy and I'm the NAPM-Spokane Vice President for the 2008 / 2009 term. I've been working in Procurement / Supply Chain Management

for over 20 years and currently work for Itron, Inc. as the Corporate Strategic Purchasing Manager. I'm excited about challenges and opportunities that we'll encounter over the coming year.

*Thought for the month: Establish your competitive edge.*

Summer is officially over and fall is definitely in the air.

The warm beautiful days are punctuated by changing colors and cool crisp nights. Football season is in full swing and GU Basketball is just around the corner.

If you're like most folks, there are many things occupying your thoughts and conversations these days. Gas prices, unemployment, the volatility in the stock market and the subsequent effect it's having on our retirement funds. It has many of us worried as to what the future holds for us.

As purchasing professionals, we're conditioned to operate in the best interest of the company and contribute to the bottom line. We must adopt this same approach in our professional career.

Times are tough and increasing your value proposition only makes sense. It's not too late to take action. Expand your knowledge, add value to your personal repertoire and be a valuable asset to your company.

Now more than ever, it's imperative to gain a competitive edge. Not unlike corporations do, you as an individual need to establish a competitive advantage. As the job market tightens, it's wise to take an inventory of your personal attributes, assess your strengths and weaknesses and set goals to improve. Establish the value add you contribute to the organization and communicate progress/success to management through performance metrics. Track key indicators, items essential to your position and the bottom line of your company.

Kick start your career and take advantage of the many educational opportunities offered by our organization. Pursue

your C.P.M. Certification (it's not too late). You're still able to take the exams for certification as long as you've registered for the tests by December 31, 2008 and complete / pass all four modules by December 31, 2009. By doing so, you not only add value to your personal attributes, you add value to your company. As a side benefit, your personal achievements "tools" will help you secure a job when times are tough. In addition, as depicted in the annual "ISM Salary Survey" each year, education and experience typically retrieve the highest salaries.

Take control of your future, arm yourself with the knowledge and resources you need to make intelligent informed decisions that are right for you and your career. Invest in your career and start reaping the rewards.

In closing, here's my quote of the month.

"When everything seems to be going against you, remember that the airplane takes off against the wind, not with it." Henry Ford

Bonus quote (since I missed the previous edition of the Buy Line).

"When it is obvious that the goals cannot be reached, don't adjust the goals, adjust the action steps." Confucius

### We're on the WEB !

NAPM-Spokane, your local affiliate,  
[www.napmspokane.org](http://www.napmspokane.org)

Northwest Purchasing Education Council (NPEC), information around our region, [www.nwpurchasinged.org](http://www.nwpurchasinged.org)

Institute for Supply Management, [www.ism.ws](http://www.ism.ws)

**Log On & Check Us Out!**

### Want to know?

Upcoming Seminars

Job Opportunities

About NAPM-Spokane

Meeting Schedule

Visit [www.napmspokane.org](http://www.napmspokane.org) !

# Membership Corner



By Margaret Hooley  
Membership Chair

**W**e have a lot of prospective members in our midst. They may be a colleague, friend, or even an associate from the past. We would sure like to have them as members of NAPM Spokane.

### Who Can Join?

- Anyone involved in the purchasing or materials process, including without limitation, purchasing, purchasing

research, value analysis, inventory control, materials management, supply chain management, or any other activity or function which is related to the purchasing or materials process.

- A full-time teacher of, or researcher into, purchasing or materials management.
- An editor, business manager, or secretary employed by an ISM affiliate.
- An undergraduate or graduate student enrolled full time in an accredited college or university.

If you know of a prospective member, invite them for our Free Lunch Promotion in November or have them contact me and I will send or email them membership information. My contact information is: Margaret Hooley, Membership Chair, (509) 777-6273 or email at [margaret.hooley@westcoasthotels.com](mailto:margaret.hooley@westcoasthotels.com).

# Trustee Time



## Virtual Time

By Megan Self, C.P.M.

**I** work at Gonzaga University and commute from Idaho, driving approximately 72 miles a day, five days a week. Because of fuel prices and the economy an article in October's "Inside Supply Management" caught my attention. The article

discusses virtual work concepts, such as telecommuting.

Telecommuting is working remotely outside the office, using a mobile computing device such as a laptop or smartphone, or working from a desktop at home.

The article states that nearly 37% of all U.S. and foreign companies' office flexible work arrangements, and that these programs are increasing by 11% each year. In Europe there is strong support for telecommuting, but in America there is still hesitation. It was interesting to learn that as expected the virtual worker enjoys the flexibility and the cost savings of the program, but the workers that are still coming to the office every work day are growing dissatisfied and alienated by the program, and that management is not comfortable with the concept either because of inadequate policies.

Most of the virtual work concepts that I have come across at other companies have affected mostly the sales staff, but what about procurement departments. Can we still be effective at our jobs? Can we find a balance between cost savings and customer service to our company and vendors?

They say that more companies will be putting into effect formal policies concerning virtual work concepts and flexible work programs, but the challenge will be to find the right balance between the effects on the company's employees and the company's customers. What are your company's plans?

As for me if I would be interested in telecommuting. It would enable me to save \$50 to \$75 a month on fuel, keep 280 to 570 miles off my car a month, and have an extra 4 to 8 hours a month with my family, and still feel I could provide quality service to my staff and faculty. How do you feel about telecommuting and how it would effect your department?

## Your Board Needs You!

**T**he NAPM-Spokane Board of Directors has two Trustee positions open and we're looking for two individuals who would like to become more involved in our professional association. Do you have a couple hours a month to volunteer? A trustee position provides an excellent opportunity for you to get involved and help make decisions for the success of NAPM-Spokane.

Please contact President Steve Lunden or any of the Board members if you can help.

# Meet the Member

**Kaye Latham, C.P.M.**  
KPS Capital Purchasing Agent  
Kaiser Aluminum



**W**hen I was hired by Kaiser Aluminum in October 1973, my boss, Bob Polaski, the Purchasing Manager at Kaiser-Mead, didn't tell me that joining NAPM-Spokane was optional. Bob was one of the founders of the association in the 1960's and an avid promoter of its activities. I became a member of the membership committee in 1974 and served as the chair for several years,

earning the District 11 Membership Activities Committee (MAC) achievement award.

I took Dr. Hugh Mills purchasing classes and passed the 4 C.P.M. exams to attain certification in 1979. In 1982, I was elected association second vice president and went on to become association president in 1984. Following my years as president and DNA (Director for National Affairs now known as NPEC Director), I served as Pro D (Professional Development, now known as Education) Chair, for the next 10

years, earning the District 11 Pro D person of the year award on two occasions.

In 1992, I was presented the Bill Peacock Award of Merit. In the late 1990's the time and travel demands of my job, purchasing capital equipment for Kaiser facilities from suppliers around the world, required me to curtail my association activities to coordinating satellite seminars until the association decided to

discontinue hosting the seminars. These seminars were and continue to be a terrific bargain for continuing education. I encourage you to contact the Education Chair to check out the programs to use for personal and company training.

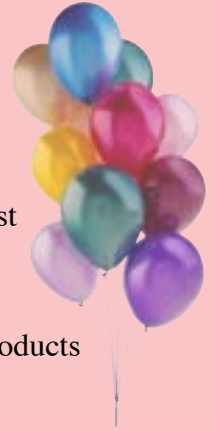
Now, 35 years later, I think introducing me to NAPM (now ISM) was one of the best things anyone ever did for me. Continuing education opportunities promote a lifestyle of lifetime learning that keeps your brain engaged and

healthy and provides the changing skill set that makes one a valuable employee. Networking opportunities gained by active membership provide contacts to turn to when faced with work related problems and long-term friendships.

I am a native of Longview, Washington (Go R.A. Long Lumberjacks!). I graduated from the University of Washington with a B.S in Chemistry. While on campus, I learned to sail, a skill and recreational activity I still enjoy. I also enjoy putting in the garden; reading biographies, murder mysteries and science fiction; and wine tasting.

I am also a promoter of recycling. At home, each week there is more in my blue recycling bin than in my garbage can. At work, I developed Kaiser's office paper recycling program. Purchasing is a rewarding career, providing insight into most of a company's activities and also providing savings that contribute to its financial health.

## Welcome New Members!



**Lori Holznagel**  
Procurement & Supply Specialist  
Eastern Washington University

**Mirna Reyes**  
KPS Business Analyst  
Kaiser Aluminum Fabricated Products

**Ben Hatch C.P.M.**  
Purchasing Agent  
General Dynamics/Itronix

## Key Supply Management Terms

### Discriminatory Price

A selling situation in which a supplier offers similar or identical items for sale, in identical quantities, at different prices to different buyers. This practice may constitute a violation of the Robinson-Patman Act.

### Robinson-Patman Act

U.S. federal antitrust law that requires a supplier engaged in interstate commerce to sell the same item to all customers at the same price (assuming the same purchase quantity). Exceptions permit a lower price: (1) for a larger purchase quantity, providing that the seller can justify the lower price through lower costs; (2) to move obsolete or distress merchandise; or (3) to meet the lower price of a competitor in a certain geographic region.

# Northwest Purchasing Education Council



By Laurie Hitchcock, C.P.M.

The 65<sup>th</sup> Annual Pacific Northwest Purchasing Conference was a great success! Hosted by NAPM-Columbia Basin and held in Kennewick the conference was well attended, with a lively vendor trade

show, great classes and excellent keynote speakers, including ISM CEO Paul Novak. NAPM-Spokane

was well represented there, with four board members and at least 9 current or future Spokane members in attendance.

The Northwest Purchasing Education Council held its annual meeting during the event. Planning is well under way for next year's conference, being held in ANCHORAGE!! The NAPM-Alaska affiliate will be hosting. Information will be coming out soon, so keep Anchorage in mind when budgeting for your 2009 education needs.



Trade show Class



Some of the Spokane attendees